

## 2006 FARM CUSTOM-WORK RATE GUIDE

for the

### Northern District



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#### About the Custom Rate Guide

During the winter of 2005-2006, the Farm Business Management Agent in the Northern Extension District, cooperating with other Extension Agents, surveyed farmers and custom operators familiar with machinery custom-work rates in their localities. The survey instrument was prepared by the Farm Business Management Agent, mailed to farmers by participating Extension Agents in Northern District, and the 121 usable responses were tabulated and distributed to the local Extension offices by the Farm Business Management Agent.

The following tables report the job, the unit for which the charge is quoted (acre, hour, bale, etc.), the number of usable responses for each job, and the low and high reported quote for each job. The last column states the Northern District average. Some quotes received were not included since they were too extreme; however, there is still a wide range of quotes for many of the reported jobs. For many jobs the quotes were distributed close to the reported average which gives credibility to a majority of the averages, especially where there are a large number of responses for a particular job.

#### Using the Custom Rate Guide

The information presented in this guide is intended to be used for informational purposes only. Individuals performing custom services should take many factors into consideration when deciding on an appropriate rate to charge for custom services, including, but not limited to: fuel prices, labor charges, value of operator time, and wear and tear on equipment. Many of the rates reported in this survey were lower than what one would expect the costs of operating the equipment to be, given current fuel and equipment operating costs. Custom operators should keep good records and base their charges on a fair compensation for their actual costs, plus a fair wage for their time. Those receiving custom services should be willing to pay a fair price for the services that they receive.

There are an increasing number of small "farmettes" in the Northern District of VCE. Due to the costs associated with moving equipment to these small parcels and the decreased efficiency in performing custom jobs on a small scale, many custom operators have found it necessary to charge a higher rate for small parcels. The final section of this report shows the rates reported for small farm and equine services.

JOB	UNIT	OVER-ALL RESULTS			AVERAGE NORTHERN DISTRICT
		NO.	LOW	HIGH	
HAY and PASTURE					
Bush Hog (Rotary Cutter)	Acre	26	\$8.50	\$90.00	\$29.57
	Hour	26	\$10.00	\$100.00	\$54.93
Mow	Acre	4	\$12.00	\$50.00	\$27.00
	Hour	3	\$9.00	\$20.00	\$14.67
Mow/Condition	Acre	8	\$9.50	\$20.00	\$13.56
	Hour	3	\$20.00	\$50.00	\$35.00
Tedder	Acre	6	\$5.00	\$15.00	\$7.83
	Hour	4	\$10.00	\$55.00	\$28.75
Rake	Acre	8	\$5.00	\$15.00	\$8.38
	Hour	3	\$35.00	\$55.00	\$43.33
Bale Small Square Bales	Bale	14	\$0.40	\$1.25	\$0.92
Bale 400-800 Lb. Large Square Bales	Bale	5	\$7.50	\$10.00	\$8.40
Bale 800 Lb. Large Round Bales	Bale	21	\$5.00	\$15.00	\$8.38
Bale 1500 Lb. Large Round Bales	Bale	14	\$7.00	\$20.00	\$10.14
Cut, Rake, Bale (Small Square Bales)	Bale	9	\$1.00	\$2.75	\$1.94
Cut, Rake, Bale (800 Lb. Large Round Bales)	Bale	9	\$7.00	\$25.00	\$16.22
Cut, Rake, Bale (1500 Lb. Large Round Bales)	Bale	10	\$15.00	\$35.00	\$22.00
Bale Wrapping (Equipment & Operator)	Bale	5	\$4.00	\$10.00	\$6.00
TILLAGE OPERATIONS					
Moldboard Plow	Acre	5	\$14.00	\$25.00	\$19.70
	Hour	4	\$20.00	\$65.00	\$46.25
Chisel Plow	Acre	5	\$10.00	\$15.00	\$12.70
Subsoiling	Acre	5	\$9.00	\$25.00	\$15.20
Offset Disk	Acre	3	\$15.00	\$35.00	\$25.00
Tandem Disk	Acre	6	\$9.00	\$50.00	\$21.83
	Hour	4	\$14.00	\$50.00	\$33.50
Harrow	Acre	3	\$9.50	\$11.00	\$10.17
	Hour	3	\$10.00	\$45.00	\$33.33
Cultivate	Acre	3	\$9.00	\$15.00	\$11.33
PLANTING OPERATIONS					
Corn - Conventional	Acre	9	\$12.00	\$25.00	\$15.72
Corn - No-Till	Acre	12	\$14.00	\$37.50	\$18.96
Soybeans - Conventional	Acre	7	\$14.00	\$25.00	\$16.14
Soybeans - No-Till	Acre	11	\$15.00	\$35.00	\$18.18
Soybeans - Drill	Acre	8	\$9.00	\$20.00	\$14.25
Small Grain - Drill	Acre	8	\$9.00	\$16.00	\$13.75
Small Grain - No-Till	Acre	9	\$9.50	\$35.00	\$18.17
Clover and Grass Seeding-Drill	Acre	5	\$10.00	\$22.50	\$14.50
Clover and Grass Seeding No-Till	Acre	11	\$11.00	\$35.00	\$20.86
Clover and Grass Seeding Broadcast	Acre	3	\$25.00	\$50.00	\$38.33
GRAIN CROP HARVESTING					
Combining Corn	Acre	11	\$25.00	\$38.00	\$32.32
	Hour	4	\$45.00	\$80.00	\$61.25
Combining Soybeans	Hour	4	\$45.00	\$100.00	\$70.00
Combining Small Grain	Acre	9	\$25.00	\$35.00	\$31.39
	Hour	3	\$45.00	\$100.00	\$65.00
Hauling Grain	Bushel	7	\$0.15	\$0.25	\$0.20
	Loaded Mile	5	\$0.75	\$3.00	\$1.85

JOB	UNIT	OVER-ALL RESULTS			AVERAGE NORTHERN DISTRICT
		NO.	LOW	HIGH	
SILAGE HARVEST					
Self-Propelled Harvester	Hour	3	\$235.00	\$275.00	\$253.33
Hauling Silage	Hour	3	\$50.00	\$65.00	\$56.67
MANURE SPREADING					
Poultry Litter Spreading	Ton	10	\$17.50	\$22.00	\$20.45
FENCING ACTIVITIES					
Minor Fence Repair	Hour	17	\$10.00	\$45.00	\$21.24
Fence Labor	Hour	13	\$10.00	\$20.00	\$15.23
Drive Posts	Hour	5	\$10.00	\$20.00	\$13.80
	Post	6	\$1.25	\$6.00	\$4.21
Dig Posts	Hour	6	\$12.00	\$30.00	\$18.67
	Hole	5	\$1.50	\$5.00	\$3.70
Build Fence					
High Tensile	Foot	3	\$1.10	\$4.00	\$2.37
Barb Wire	Foot	4	\$2.00	\$5.00	\$3.11
Woven Wire	Foot	5	\$1.65	\$3.80	\$2.89
Board	Foot	8	\$2.00	\$6.00	\$3.81
LIVESTOCK TRUCKING					
2 Ton Truck	Loaded Mile	3	\$1.50	\$2.13	\$1.79
Gooseneck Trailer	Loaded Mile	15	\$1.00	\$3.00	\$2.15
OTHER					
Large Bulldozer	Hour	16	\$60.00	\$105.00	\$84.38
Small Bulldozer	Hour	15	\$55.00	\$95.00	\$71.80
Backhoe	Hour	16	\$50.00	\$85.00	\$65.31
Skid Loader	Hour	7	\$50.00	\$98.00	\$75.43
Snow Clearing	Hour	17	\$45.00	\$125.00	\$81.03
Farm Road / Driveway Grading	Hour	13	\$50.00	\$100.00	\$69.62
Lime Application	Acre	7	\$2.50	\$10.00	\$7.07
	Ton (incl. lime)	5	\$19.50	\$30.00	\$23.65
Fertilizer Application	Acre	14	\$4.00	\$10.00	\$6.95
Chemical Application (Spray)	Acre	16	\$6.00	\$10.00	\$6.94
Haul Hay	Loaded Mile	3	\$2.00	\$4.00	\$2.75
Sheep Shearing	Head	6	\$2.50	\$6.00	\$4.00
EQUIPMENT RENTAL					
Bale Wrapping Machine	Bale	3	\$3.00	\$6.00	\$4.67
No-Till Drill	Acre	14	\$6.00	\$15.00	\$11.14

<b>SERVICES FOR SMALL FARMS AND EQUINE OPERATIONS (&lt; 50 acres)</b>					
JOB	UNIT	OVER-ALL RESULTS			AVERAGE NORTHERN DISTRICT
		NO.	LOW	HIGH	
Clip / Mow Pasture	Hour	15	\$20.00	\$90.00	\$50.00
	Acre	5	\$15.00	\$36.00	\$27.45
Lime Application	Hour	3	\$30.00	\$60.00	\$46.67
	Acre	3	\$10.00	\$60.00	\$30.67
Fertilizer Application	Hour	4	\$25.00	\$60.00	\$41.25
	Acre	6	\$7.50	\$25.00	\$13.83
Chemical Application (Spray)	Acre	5	\$8.00	\$12.00	\$9.70
Seed Pasture (No-Till)	Hour	3	\$30.00	\$65.00	\$50.00
	Acre	5	\$15.00	\$50.00	\$29.00
Seed Pasture (Whole Job, No-Till)	Hour	3	\$50.00	\$65.00	\$55.00
Equine Trucking	Loaded Mile	8	\$1.00	\$1.75	\$1.29